

Message Text

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ACTION EB-07

INFO OCT-01 EA-06 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOTE-00 INR-07 NSAE-00 FAA-00 SSO-00 L-02 NSCE-00

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FM AMCONSUL MELBOURE

TO SECSTATE WASHDC IMMEDIATE 2698

INFO AMEMBASSY CANBERRA

LIMITED OFFICIAL USE MELBOURNE 0447

E.O. 11652: N/A

TAGS: EAIR, AS

SUBJECT: CIVAIR: PAN AMERICAN REQUEST FOR ADVICE ON US-GOA

CIVIL AIR BILATERAL

REF: PRESS ANNOUNCEMENT FORWARDED UNDER TRANSMITTAL SLIP
DATED APRIL 14.

1. PAA MANAGING DIRECTOR AUSTRALIA PLUS DIVISIONAL VICE
PRESIDENT PACIFIC MET WITH CONGEN TO DISCUSS GOA REATION TO
PAA'S NEW INCENTIVE PLAN FOR TRAVEL AGENTS. UNDERSTAND PLAN,
WHICH PROVIDES AN ADDITIONAL COMMISSION OF 3 PER CENT ON SALES
EXCEEDING 90 PER CENT OF AN AGENT'S 1974 PAN AM SALES, WAS
DISCUSSED WITH DEPARTMENT PRIOR TO IMPLEMENTATION.

2. GOA TOOK OPPORTUNITY IN ANNOUNCING APPROVAL OF NEW
FARE LEVELS FOR ALL TRAVEL COMMENCING IN AUSTRALIA
ON AND AFTER APRIL 17 YO REMIND AIRLINES THAT APPROVAL WAS
BASED ON SPECIFIED IATA RATES OF AGENCY COMMISSIONS BEING APPLIED
AND THAT AIRLINES WERE NOW ASKED TO CONFIRM THAT NO PAYMENTS IN EX-
CESS OF IATA RATES WERE BEING MADE. PAA CONFIRMED TO ATG,
ACCEPTANCE OF NEW AIR FARES,BUT THAT IT WAS LOOKING INTO THE
COMMISSION ASPECT. PAA INFORMED VERBALLY BY ATG (CHAPMAN) THAT
BILATERALS UNDER WHICH AIRLINE OPERATED IN AUSTRALIA PROVIDED
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BASIN ON WHICH ATG COULD REGULATE NEW COMMISSION RATES. PAA HAD

PREVIOUSLY INVESTIGATED PERTINENT AUSTRALIAN LAW AND FOUND THAT GOA
HAS NO AUTHORITY TO REGULATE THE PAYMENT OF COMMISSIONS
SINCE THIS IS TRADE PRACTICE AND, THEREFORE, CONTROLLED
BY THE STATES.

3. PAA REQUESTS DEPARTMENT'S ADVICE THAT THE US-GOA
CIVIL AIR BILATERAL APPLIES ONLY TO FREQUENCIES AND FARE
STRUCTURES AND NOT TO COMMISSIONS OR ANY OTHER ITEMS.
UPON RECEIPT CONGEN WILL SO ADVISE ATG.

4. PLEASE REPLY SOONEST.
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Message Attributes

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